



### 1. **Mission Moment**

Council shared the Fall Product Program team's success with ending the season over their goal by \$35,000. Over 20 Service Units met their goal.

Loretta also shared her most recent article in the paper highlighting Juliette Gordon-Low's trailblazing views on Diversity, Equity & Inclusion.

### 2. **Approval of the Consent Agenda**

- Board of Directors Minutes 8.31.2022
- Finance Partial Packet 9.28.2022 & 10.19.2022
- Property Task Force Partial Packet 9.26.2022
- Girl Scout Experience Fund Committee Partial Packet 9.27.2022

**Motion: To Approve Consent Agenda Items.**

**Moved: Amanda Highlander**

**Seconded: Linda Manley**

**MOTION CARRIED**

### 3. **CEO Summary**

Board Chair/CEO conference will be held in St. Louis in November. Council Troop from Waterloo will be performing the flag ceremony & also GSofSI is collaborating with Eastern Missouri for the Mission Moments for the week. Topics of conference include: DEI, Board Development, Funding & Grants.

Council received a government surplus grant recently including 157 tablets and camping equipment. Council also meeting with Scott Air Force Base, St. Clair County grants, Jay Krause, Seimer Milling for possible grants.

#### **Diversity Statement**

Please see Diversity Statement in packet, send in any feedback to Loretta.

#### **Operations Update**

October 1, 2022 start of new fiscal/membership year: already 82% to girl goal, up 23% year over year. 86% to our adult membership goal, up 28% year over year.

Cookie Sale starts in about six weeks.

#### **Volunteer Policies – Updated**

Changes include: naming & wording, easier to read with updated table of contents, Permission forms updates, Girl Scout drivers must be 21 years old. Contact info updated – Customer Care & emergency line updated. Finance procedures updated. Volunteers do not sign this but Council will include this in new leader orientation with a check box that it has been read.

**Motion: To Approve Volunteer Policies as Presented.**

**Moved: Linda Manley**

**Seconded: Amanda Highlander**

**MOTION CARRIED**

#### 4. Board Chair Summary

Looking forward to conference in St. Louis, no travel involved. Excited the conference will highlight GSofSI's girls with the flag ceremony.

#### Strategic Planning

Ronda Sauget, Board Strategic Consultant gave an update on the process.

First, Ronda met with six members of the executive Board & Council leadership to start the research. Next Steps include additional meetings in November & December with key individuals and then an electronic survey going out to all GSOFSI membership early 2023.

Once the survey results are compiled, meet with entire Board to set Strategic Goals for the next 3-5 years.

#### 5. Finance Committee Updates

- Finance Reports August - September 2022

Successful Gala Net income \$110,000 with a goal \$88,000. 230 people in attendance, great success on the silent/live auction and also Paddle Fundraiser included \$15,000 raised.

End of year deficit could be as much as \$803,000, tough conversations are being held at the finance committee level. One main goal being increasing adult generated funding to help with revenue.

Audit starting in December.

**Motion: To Approve Financial Reports Through 9/30/2022.**

**Moved: Coming Out of Committee.**

**Seconded: Not Needed, Out of Committee.**

**MOTION CARRIED**

- GSOFSI Council FY2022/2023 Budget Presentation

Committee met in August and sent Council back to reevaluate the deficit budget presented at that meeting.

October finance meeting: Council presented a budget including a \$30,000 deficit and hoping to recover this with the help of the Fall Product Program success.

Council will start taking interest and dividends from investment into Operations as they have done in the past.

What does it cost to serve the Girl Scout Leadership Experience? Council made presentation including calculation of cost per girl: in 2022 \$569 per girl to deliver Leadership Experience.

**Motion: To Approve FY2022/2023 Budget as Presented.**

**Moved: Coming Out of Committee.**

**Seconded: Not Needed, Out of Committee.**

**MOTION CARRIED**

- Council Service Fee FY2023/2024

GSUSA receives all of the \$25 registration fee required to be a Girl Scout, none of those funds stay with GSOFSI. Council trying to be self-sufficient & help the operating budget to balance. Raising fees from \$25 to \$50, will allow \$25 per girl to stay with GSOFSI Council.

This increase will be for girls only, not including adult volunteers.

**Motion: To Approve Implementing a Council Service Fee, Increasing Registration fees from \$25 to \$50 per year.**

**Moved: Coming Out of Committee.**

**Seconded: Not Needed, Out of Committee.**

**MOTION CARRIED**

## **6. Property Task Force – Steve Bushong**

- Property Updates

- Camp Torqua

Resident Camp is coming back to Torqua for Summer 2023. Must have a nurse's station. Current Discovery Building is ready to renovate to nurse's station. Other camp needs include showers, freezers, and Mess Hall.

Roof project – still need to be approved by Committee, will get those complete next.

- Glen Carbon Service Center

Listing agreement ends November 1<sup>st</sup>, 2022 – Committee does not want to renew.

Tarrant & Harmon Auctions is a possibility if the committee/Board still wants to sell the building, they can help market & auction the building for us.

Bad market for commercial property.

Expensive to maintain building, but there are improvement options.

## **7. Fund Development Updates**

- Gala funding update was given during finance portion of meeting. Successful event with the help of Board, Staff & Volunteers. This Gala is our biggest fundraising event of the year. Looking forward to 2023.
- Giving Tuesday: Council still hasn't found a match yet, please send any possible companies you know of that are willing to be our match for this big online fundraising day.

## **8. Girl Scout Experience Fund Committee**

- Updates

Many applications are being approved, committee meets monthly to approve.

Committee is getting the word out, Service Unit meetings & such; funds are available for girls to use.

Lots of National Convention applications will be coming up in the next few months. Council sponsored trip & also individual trips.

Committee is receiving feedback from volunteers on how to improve and make the process easier for the applicants.

- Charge Update – Committee Terms to 2 years

Change must first go to finance committee for approval and will be submitted to the Board once complete. GSEF Committee is a sub-committee of the Finance Committee.

## **9. Governance**

- Updates

Will be meeting in November to start on the Annual Meeting Slate.

Please continue to send in any connections of individuals you know who would be happy to serve on the Board or Board committees.

- Board Development Connections

None submitted at this time.

**10. Bylaws Task Force**

Met again in October and needing feedback from GSUSA. Chair will be meeting with representative from GSUSA and report back on clarifications.  
Task Force will be meeting again to nail down changes to the Bylaws.

**11. Open Discussion**

Trish Manning meeting with Loretta for Scott Air Force Base connections.  
United Way of Greater St. Louis meeting went well including DEI discussion.  
Looking forward to next meeting, Holiday Celebration in December.

**12. Adjournment**

**Motion: To Adjourn the October 26, 2022 Board of Directors Meeting.**  
**Moved: Linda Manley**  
**Seconded: Kathryn Diak**  
**MOTION CARRIED**

**Submitted by:**

Name: Norma Trimble, Board Secretary  
Signature & Date: \_\_\_\_\_

**Transcribed by:**

Name: Ashley Green-Green  
Signature & Date: \_\_\_\_\_

Adopted by the Board in the meeting  
of \_\_\_\_\_,  
(Date of Meeting)

\_\_\_\_\_  
(Signature of Presiding Officer)